

THE TREMCO MANUFACTURING COMPANY

PROTECTIVE COATINGS, SEALANTS & TECHNICAL SERVICES FOR BUILDING MAINTENANCE & CONSTRUCTION; INDUSTRIAL FINISHES AND ADHESIVE SEALANTS

TREMCO

FACTORIES:
CLEVELAND AND TORONTO

10701 SHAKER BOULEVARD
CLEVELAND, OHIO 44104
January 12, 1972

CABLE ADDRESS:
"TREMCO CLEVELAND"

Mr. Guy J. Busch
Monsanto Company
260 Spring Side Drive
Akron, Ohio 44313

Dear Guy,

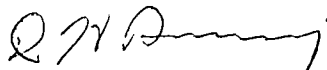
When you were in yesterday I didn't recognize just how low the allocation of 3600 pounds of Arochlor 6062 and 5400 pounds of 6070 was until I looked at our usage records.

I suspect that you have used our actual purchasing record in 1971 in order to make the allocation and this seems highly unfair inasmuch as we stocked very heavily in September of 1970 your Arochlor 1260 and Arochlor 1254. Since you were discontinuing the Arochlor 1260, we replaced it with the Arochlor 6070 and when you discontinued the Arochlor 1254, we replaced it with your Arochlor 6062.

In making your allocation you are penalizing us for stocking up on the 1260 and 1254 and using only our '71 purchase history for the replacement is grossly unfair. We are being penalized for stocking where others may not have stocked when you were discontinuing the product and therefore would show a larger usage in 1971 and therefore get a larger allocation.

Under the circumstances I would appreciate your reviewing this.

Cordially yours,



D. H. Bruening
Director of Purchases

*Done sending re 1/19/72
#1's*

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